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ADA American Dental Association

The Bureau of Economic and Behavioral Research

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The 1987 Survey of Dental Practice

Dentists in Nonsolo and Solo Practice

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DENTISTS IN NONSOLO AND SOLO PRACTICE

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HIGHLIGHTS

* The average number of hours per week a dentist spent in his or her office was virtually the same for solo and nonsolo dentists; 42.7 hours for nonsolo dentists, 42.4 hours for solo dentists. Similarly, there was little difference between nonsolos and solos in hours per week spent treating patients, with nonsolo dentists reporting an average of 33.1 hours compared to 32.7 for solo dentists.

* Nonsolo and solo dentists reported similar percentages of their time in the office treating patients. Nonsolo dentists spent 77.5% of their time in the office treating patients, compared to 77.1% for solo dentists. For general practitioners the percentages were 77.8% for nonsolo dentists, 77.6% for solo dentists. Specialists reported 76.4% and 74.4% for nonsolo and solo dentists respectively.

* The average age of solo dentists was almost 5 years greater than that of nonsolo dentists; 47.5 and 42.8 years, respectively. This difference was consistent within gender also, with solo male dentists' average age 4.1 years greater than nonsolo males, and solo females age 5.2 years greater than their nonsolo counterparts.

* The average number of patient visits per week (excluding hygienist visits) was higher for nonsolo dentists (67.2) than for solo dentists (61.6). The number of patient visits was only slightly higher for nonsolos when hygienist visits were included, with nonsolo dentists having an average of 80.4 patient visits per week compared to 78.3 for solo dentists.

* Nonsolo dentists treated an average of 1.6 patients per hour, while solo dentists treated 1.5. Among general practitioners, the figure was 1.4 for nonsolo dentists and 1.3 for solo dentists. Among specialists, nonsolo dentists treated slightly more patients per hour than did their solo counterparts, 2.5 vs. 2.2.

* As expected, substantial differences occur between nonsolo and solo dentists in the total number of personnel employed. Over three-quarters (79.4%) of the nonsolo dentists reported having four or more (full- or part-time) employees, compared to 43.8% for solo dentists.

  The greatest difference in the number of personnel employed occurred among specialists; 90.2% of nonsolo specialists reported having 4 or more employees in their practice, compared to 52.5% for solo specialists.

* Nearly half (49.4%) of the solo dentists did not employ full- or part-time dental hygienists, compared to 33.6% for all nonsolo dentists. About 16% of solo dentists employ no full- or part-time chairside assistants and only 6.4% of nonsolo dentists reported no chairside assistants employed.

* Nonsolo dentists tend to employ more personnel han solo dentists. The following tables illustrate this for employment of hygienists and chairside assistants.

Percent of Nonsolo and Solo Dentists Employing One or More Hygienist or Chairside Assistant, 1986

	General Practitioners	Specialists	All
	Percent Employing Hygienists		
Nonsolo	74.0	26.3	66.4
Solo	54.9	24.1	50.6
	Percent Employing Chairside Assistant		
Nonsolo	92.8	97.7	93.6
Solo	83.0	88.9	83.8

Source: American Dental Association, 1987 Survey of Dental Practice.

* The mean net income generated from private practice was $77,158 for all nonsolo dentists. Nonsolo general practitioners reported a mean net income of $72,018 and specialists reported $104,433. In comparison, the mean net income generated from private practice was $70,739 for all solo dentists. Solo general practitioners reported a mean net income of $66,788, and solo specialists reported $96,901.

* Both nonsolo and solo dentists had total practice expenses equivalent to about 59.0% of their practice gross incomes. The table below presents a summary of the ratio of total practice expenses to total practice gross income.

Practice Expenses as a Percentage of Gross Income for Nonsolo and Solo Dentists, 1986

	General Practitioners	Specialists	All
Nonsolo	57.1%	61.9%	58.4%
Solo	60.0	55.4	59.2

Source: American Dental Association, 1987 Survey of Dental Practice.

INTRODUCTION

This report provides descriptive statistics from the 1987 Survey of Dental Practice on nonsolo and solo private practitioners in the United States for the year 1986. Some of the areas covered are the dentists' practice status, characteristics of patients, employment of auxiliary personnel, and income and expenditures.

Tables are presented separately for nonsolo and solo dentists. Each section is preceded by a brief summary citing statistics on all responding dentists in each category. The tables present detailed data broken down by specialty status for each of the two categories.

The sample used in this survey was a sample of dentists and NOT a sample of dental practices. Responses were obtained from individual dentists, not the practice as a whole.

Some data were not collected from all dentists in a nonsolo practice, which prohibits answers to some questions. For example, the average dentist age per practice is not available since age for each dentist in the practice was not collected; only the age of the respondent dentist is available.

Nonsolo Dentists

Shareholder in an incorporated practice is the predominant form of ownership among nonsolo dentists. Of all nonsolo dentists surveyed, 33.3% were shareholders in an incorporated practice. Nonsolo general practitioners reported 29.6% and nonsolo specialists, 51.7% in this type of ownership situation. Nonsolo general practitioners exhibited a greater tendency for sole proprietorship than did specialists, with 24.2% citing sole proprietorship as their current employment status, compared to 10.0% for nonsolo specialists.

The majority (46.4%) of patients seen by all nonsolo dentists had annual family incomes of $30,000 or more. Nonsolo general practitioners estimated that an average of 45.6% of their patients had family incomes in this range, with specialists reporting an average of 50.6%.

Approximately 63.4% of the patients seen by all nonsolo dentists were covered by private insurance programs. The percentages were fairly constant across nonsolo general practitioners and specialists.

All nonsolo dentists had an average of 67.2% patient visits per week (excluding hygienist visits). Nonsolo specialists had a significantly greater average number (106.3). Nonsolo general practitioners reported an average of 60.1 patient visits per week.

All nonsolo dentists treated an average of 1.6 patients per hour. Nonsolo specialists reported a slightly higher average, 2.5 patients per hour, and nonsolo general practitioners reported an average of 1.4.

Over three-quarters (79.4%) of all nonsolo dentists employ 4 or more employees. The percentage declines slightly to 77.4% for nonsolo general practitioners and rises to 90.2% for nonsolo specialists.

The average net income derived from private practice was $77,158 for all nonsolo dentists. Nonsolo general practitioners reported an average of $72,018 while nonsolo specialists reported a significantly higher average of $104,433.

All nonsolo dentists earned an average of 2.3% of their total (net income from practice plus income from other dental sources) from other dental sources. The percentages were fairly constant across nonsolo general practitioners and specialists.

Nonsolo Dentists (continued)

Slightly under half (48.7%) of all nonsolo dentists' gross income was derived from private insurance. Nonsolo general practitioners reported an average of 49.5% compared to specialists' 44.6%, from private insurance. Nonsolo dentists reported that about 44% of their gross income was derived from direct patient payment.

Total practice expenses for all nonsolo dentists averaged $265,381. Of this, 32.7% was accounted for by wage payments, 17.3% by laboratory charges, and 14.8% by purchases of dental supplies. Total practice expenses averaged $240,572 for nonsolo general practitioners and $385,582 for specialists.

All nonsolo dentists reported an average annual gross income of $454,315. Gross income for nonsolo specialists was substantially higher, $622,324, and lower for nonsolo general practitioner, $421,132. Gross income per dentist in a nonsolo practice averaged $163,822 among all nonsolo dentists, with $152,260 for nonsolo general practitioners and $222,358 for nonsolo specialists.

Of all nonsolo dentists, 46.7% reported employing one full- or part-time dentist. Almost half (48.2%) of nonsolo general practitioners employed one full- or part-time dentist, with the percentage declining to 32.3% for nonsolo specialists. Over half (51.2%) of nonsolo specialists reported employing no full- or part-time dentists.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONSOLO DENTISTS

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	9	1.6	2	1.7	11	1.6
1 EMPLOYEE	20	3.6	0	0	20	3.1
2 EMPLOYEES	42	7.5	4	4.0	46	6.9
3 EMPLOYEES	55	9.9	4	4.0	60	9.0
4 OR MORE EMPLOYEES	432	77.4	95	90.2	528	79.4
ALL	559	100.0	106	100.0	664	100.0

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME ASSISTANTS						
NO ASSISTANTS	41	7.2	2	2.3	43	6.4
1 ASSISTANT	107	19.1	11	10.3	118	17.7
2 ASSISTANTS	158	28.1	14	13.1	172	25.7
3 ASSISTANTS	99	17.7	13	12.6	113	16.9
4 OR MORE ASSISTANTS	157	27.9	66	61.7	222	33.3
ALL	562	100.0	106	100.0	668	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONSOLO DENTISTS

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF HYGIENISTS						
NO HYGIENISTS	147	26.0	78	73.7	225	33.6
1 HYGIENIST	161	28.6	8	7.4	169	25.2
2 HYGIENISTS	150	26.6	7	6.3	157	23.4
3 HYGIENISTS	53	9.4	6	5.7	59	8.8
4 OR MORE HYGIENISTS	53	9.4	7	6.9	60	9.0
ALL	564	100.0	106	100.0	671	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE . NONSOLO DENTISTS

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIVATE PRACTICE	$72,018	451	$104,433	158	$77,158	609
NET INCOME FROM ALL DENTAL SOURCES	$73,683	451	$107,239	158	$79,005	609

MEAN PERCENTAGE OF GROSS INCOME PAID BY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	43.1	373	49.4	139	44.1	512
GOVERNMENT PROGRAMS	5.9	373	4.5	139	5.6	512
PRIVATE INSURANCE	49.5	373	44.6	139	48.7	512

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONSOLO DENTISTS

PERCENT OF DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF EMPLOYMENT						
SOLE PROPRIETOR	148	24.2	12	10.0	160	21.8
PARTNER	121	19.8	31	25.4	152	20.7
SHAREHOLDER, INCORPORATED	181	29.6	63	51.7	244	33.3
EMPLOYED - INCORPORATED PRACTICE	72	11.8	9	7.5	81	11.1
EMPLOYED - UNINCORPORATED PRACTICE	36	5.9	1	0.5	37	5.0
INDEPENDENT CONTRACTOR	53	8.7	6	5.0	59	8.1
ALL-WEIGHTED	611	100.0	122	100.0	733	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONSOLO DENTISTS

MEAN PERCENTAGE OF PATIENTS WHO ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
LESS THAN 15 YEARS	17.5	458	36.8	162	20.6	620
15-65 YEARS	65.5	458	53.0	162	63.5	620
65 AND OLDER	17.0	458	10.2	162	15.9	620

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
UNDER $10,000	9.7	416	7.5	144	9.4	560
$10,000-29,999	44.7	416	41.9	144	44.2	560
$30,000 PLUS	45.6	416	50.6	144	46.4	560

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRIVATE INSURANCE	63.3	436	64.2	159	63.4	595
GOVERNMENT PROGRAM	6.5	436	5.3	159	6.3	595

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONSOLO DENTISTS

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME DENTISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TOTAL DENTISTS						
NO DENTISTS EMPLOYED	169	24.6	38	51.2	207	27.2
1 DENTIST EMPLOYED	333	48.2	24	32.3	357	46.7
2 DENTISTS EMPLOYED	102	14.8	6	8.0	108	14.1
3 DENTISTS EMPLOYED	41	5.9	3	3.5	43	5.7
4 OR MORE DENTISTS EMPLOYED	45	6.5	4	5.0	48	6.3
ALL-WEIGHTED	689	100.0	74	100.0	763	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — NONSOLO DENTISTS

MEAN PRACTICE EXPENSES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
TOTAL PRACTICE EXPENSES	240572	318	385582	122	265381	440
TOTAL PRACTICE EXPENSES PER DENTIST	92513	318	132405	122	99338	440
WAGES AS A PERCENT OF TOTAL EXPENSES	32.4	295	33.9	112	32.7	407
LABORATORY CHARGES AS A PERCENT OF EXPENSES	18.8	303	9.2	104	17.3	407
DENTAL SUPPLIES AS A PERCENT OF EXPENSES	10.7	300	35.1	112	14.8	412

PRACTICE MEAN GROSS INCOMES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRACTICE GROSS INCOME	421132	365	622324	134	454315	499
GROSS INCOME PER DENTIST	152260	365	222358	134	163822	499
GROSS INCOME PER PRACTICE HOUR	$81.51	365	$112.87	134	$86.69	499
GROSS PER HOUR PER DENTIST	$33.82	365	$46.18	134	$35.86	499
GROSS PER VISIT	$96.99	314	$95.82	103	$96.81	417
GROSS PER VISIT PER DENTIST	$40.49	314	$37.71	103	$40.07	417

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONSOLO DENTISTS

MEAN NUMBER OF PATIENT VISITS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PATIENT VISITS PER WEEK (-HYG VISITS)	60.1	487	106.3	163	67.2	650
PATIENT VISITS PER WEEK (+HYG VISITS)	73.8	443	116.0	154	80.4	597
PATIENT VISITS PER YEAR (-HYG VISITS)	2847.0	487	4917.1	163	3162.9	650
PATIENT VISITS PER YEAR (+HYG VISITS)	3484.7	443	5367.1	154	3781.3	597
PATIENTS TREATED PER HOUR	1.4	487	2.5	163	1.6	650

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE NONSOLO DENTISTS

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PRACTICING IN THE OFFICE	47.3	541	46.2	201	47.1	742
HOURS PER WEEK IN THE OFFICE	42.7	541	42.8	201	42.7	742
HOURS PER WEEK TREATING PATIENTS	33.2	541	32.7	201	33.1	742

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER
GENDER												
MALE	43	40	91.9	497	45.8	44	99.5	200	43.5	41	93.9	697
FEMALE	34.4	32	8.1	44	37	37	0.5	1	34.4	32	6.1	45
ALL-WEIGHTED	42.3	39	100.0	541	45.8	44	100.0	201	42.8	41	100.0	742

MEAN AND MEDIAN GRADUATION YEAR

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GRADUATION YEAR	71	74	541	66	68	201	70	72	742

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

Solo Dentists

Almost three-quarters (74.3%) of all solo dentists are sole proprietors. Among solo general practitioners and specialists, 78% and 51.5% are sole proprietors, respectively. In contract, 25.7% of all solo dentists are shareholders in an incorporated practice. Among solo general practitioners and specialists, 22% and 48.5% are shareholders in an incorporated practice, respectively.

The majority (48.3%) of patients seen by all solo dentists had annual family incomes between $10,000 and $29,999. Solo general practitioners estimated that an average of 49.2% of their patients had family incomes in the range, and specialists reported an average of 42.3%.

Approximately 60% of the patients seen by all solo dentists were covered by private insurance programs. The percentages were fairly constant across solo general practitioners and specialists.

All solo dentists had an average of 61.6 patient visits per week (excluding hygienist visits). Solo specialists had a substantially higher average number, 89.9. Solo general practitioners reported an average of 57.1 patient visits per week (excluding hygienist visits).

All solo dentists treated an average of 1.5 patients per hour. Solo specialists reported a slightly higher average, 2.2 patients per hour, and solo general practitioners reported an average of 1.3.

Slightly less than half (43.8%) of all solo dentist report having 4 or more employees. The percentage declines slightly to 42.4% for solo general practitioners and rises to 52.5% for solo specialists.

All solo dentists earned an average net income of $70,739 from private practice. Solo general practitioners reported an average of $66,788, while solo specialists reported a significantly higher average of $96,901.

All solo dentists earned an average of 1.2% of their total (net income from practice plus income for other dental sources) from other dental sources. The percentages were fairly constant across solo general practitioners and specialists.

Solo Dentists (continued)

Approximately half (47.9%) of all solo dentists' gross income was paid by direct patient payment. Government programs comprised 4.8%, and private insurance payments comprised 46.6% of gross income received.

Total practice expenses for all solo dentists averaged $117,433. Of this, 31% was accounted for by wage payments, 18.1% by laboratory charges, and 11.7% by purchases of dental supplies. Total practice expenses averaged $112,787 for solo general practitioners and $147,176 for specialists.

All solo dentists reported an average annual gross income of $198,488. Gross income for solo specialists was substantially higher, $265,604, and lower for solo general practitioners, $187,875.

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME PERSONNEL

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NUMBER OF EMPLOYEES						
NO EMPLOYEES	72	5.2	7	3.2	80	4.9
1 EMPLOYEE	175	12.6	18	7.7	193	11.9
2 EMPLOYEES	253	18.2	38	16.5	291	18.0
3 EMPLOYEES	299	21.6	46	20.0	345	21.3
4 OR MORE EMPLOYEES	588	42.4	120	52.5	708	43.8
ALL	1387	100.0	228	100.0	1615	100.0

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME ASSISTANTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
FULL- OR PART-TIME ASSISTANTS						
NO ASSISTANTS	237	17.0	26	11.1	263	16.2
1 ASSISTANT	707	50.7	77	33.7	784	48.3
2 ASSISTANTS	357	25.6	78	34.0	434	26.8
3 ASSISTANTS	78	5.6	28	12.2	106	6.5
4 OR MO[illegible] ASSISTAN[illegible]	16	1.1	21	9.0	36	2.2
ALL	1394	100.0	229	100.0	1623	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

PERCENT OF DENTISTS EMPLOYING FULL- OR PART-TIME HYGIENISTS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL	
	WEIGHTED		WEIGHTED		WEIGHTED	
NUMBER OF HYGIENISTS	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
NO HYGIENISTS	632	45.1	174	75.9	806	49.4
1 HYGIENIST	498	35.5	32	14.1	530	32.5
2 HYGIENISTS	211	15.1	14	6.1	225	13.8
3 HYGIENISTS	51	3.6	4	1.9	55	3.4
4 OR MORE HYGIENISTS	9	0.6	5	2.1	14	0.9
ALL	1401	100.0	229	100.0	1630	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

NET INCOME FROM PRIVATE PRACTICE AND OTHER DENTAL SOURCES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
NET INCOME FROM PRIVATE PRACTICE	$66,788	1108	$96,901	311	$70,739	1419
NET INCOME FROM ALL DENTAL SOURCES	$67,638	1108	$97,916	311	$71,610	1419

MEAN PERCENTAGE OF GROSS INCOME PAID BY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	N	MEAN	N	MEAN	N
DIRECT PATIENT PAYMENT	46.5	1051	56.3	325	47.9	1376
GOVERNMENT PROGRAMS	4.8	1051	4.4	325	4.8	1376
PRIVATE INSURANCE	47.9	1051	38.6	325	46.6	1376

PERCENT OF DENTISTS CURRENTLY PRACTICING AS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	WEIGHTED		WEIGHTED		WEIGHTED	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
TYPE OF EMPLOYMENT						
SOLE PROPRIETOR	1173	78.0	126	51.5	1299	74.3
SHAREHOLDER, INCORPORATED	331	22.0	119	48.5	450	25.7
ALL-WEIGHTED	1504	100.0	245	100.0	1749	100.0

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

MEAN PERCENTAGE OF PATIENTS WHO ARE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
LESS THAN 15 YEARS	17.8	1178	41.7	356	21.1	1534
15-65 YEARS	65.2	1178	50.4	356	63.1	1534
65 AND OLDER	17.0	1178	8.0	356	15.7	1534

MEAN PERCENTAGE OF PATIENTS WITH ESTIMATED INCOMES OF

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
UNDER $10,000	10.1	1075	7.0	312	9.7	1387
$10,000-29,999	49.2	1075	42.3	312	48.3	1387
$30,000 PLUS	40.7	1075	50.7	312	42.0	1387

MEAN PERCENTAGE OF PATIENTS WHO ARE COVERED BY

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRIVATE INSURANCE	60.3	1139	59.5	340	60.2	1479
GOVERNMENT PROGRAM	4.9	1139	4.9	340	4.9	1479

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE SOLO DENTISTS

MEAN PRACTICE EXPENSES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
TOTAL PRACTICE EXPENSES	112787	1023	147176	297	117433	1320
TOTAL PRACTICE EXPENSES PER DENTIST	112787	1023	147176	297	117433	1320
WAGES AS A PERCENT OF TOTAL EXPENSES	30.5	985	34.2	284	31.0	1269
LABORATORY CHARGES AS A PERCENT OF EXPENSES	20.2	985	3.9	275	18.1	1260
DENTAL SUPPLIES AS A PERCENT OF EXPENSES	11.3	981	14.3	282	11.7	1263

PRACTICE MEAN GROSS INCOMES

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PRACTICE GROSS INCOME	187875	1007	265604	296	198488	1303
GROSS INCOME PER DENTIST	187875	1007	265604	296	198488	1303
GROSS INCOME PER PRACTICE HOUR	$93.33	1007	$148.15	296	$100.81	1303
GROSS PER HOUR PER DENTIST	$93.33	1007	$148.15	296	$100.81	1303
GROSS PER VISIT	$77.27	982	$93.37	286	$79.46	1268
GROSS PER VISIT PER DENTIST	$77.27	982	$93.37	286	$79.46	1268

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE SOLO DENTISTS

MEAN NUMBER OF PATIENT VISITS

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL - WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
PATIENT VISITS PER WEEK (-HYG VISITS)	57.1	1211	89.8	359	61.6	1570
PATIENT VISITS PER WEEK (+HYG VISITS)	75.0	1178	99.1	345	78.3	1523
PATIENT VISITS PER YEAR (-HYG VISITS)	2723.8	1211	4162.8	359	2921.7	1570
PATIENT VISITS PER YEAR (+HYG VISITS)	3585.8	1178	4608.8	345	3725.0	1523
PATIENTS TREATED PER HOUR	1.3	1211	2.2	359	1.5	1570

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

DENTISTS IN NONSOLO AND SOLO PRACTICE — SOLO DENTISTS

MEAN WEEKS AND HOURS SPENT IN THE PRACTICE

	TYPE OF DENTIST					
	GENERAL PRACTITIONER		SPECIALIST		ALL-WEIGHTED	
	MEAN	NUMBER	MEAN	NUMBER	MEAN	NUMBER
WEEKS PRACTICING IN THE OFFICE	47.6	1332	46.4	404	47.4	1736
HOURS PER WEEK IN THE OFFICE	42.5	1332	41.4	404	42.4	1736
HOURS PER WEEK TREATING PATIENTS	33.0	1332	30.8	404	32.7	1736

MEAN AND MEDIAN AGE BY GENDER AND DENTIST TYPE

	TYPE OF DENTIST											
	GENERAL PRACTITIONER				SPECIALIST				ALL-WEIGHTED			
	AGE				AGE				AGE			
	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER	MEAN	MEDIAN	GENDER PERCENT	NUMBER
GENDER												
MALE	47.4	45	98.3	1310	48.6	47	99.3	401	47.6	46	98.6	1711
FEMALE	39	35	1.7	22	48.7	48	0.7	3	39.6	36	1.4	25
ALL-WEIGHTED	47.3	45	100.0	1332	48.6	47	100.0	404	47.5	46	100.0	1736

MEAN AND MEDIAN GRADUATION YEAR

	TYPE OF DENTIST								
	GENERAL PRACTITIONER			SPECIALIST			ALL-WEIGHTED		
	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER	MEAN	MEDIAN	NUMBER
GRADUATION YEAR	66	68	1331	64	65	404	65	67	1735

SOURCE: AMERICAN DENTAL ASSOCIATION, 1987 SURVEY OF DENTAL PRACTICE.

SURVEY METHODOLOGY

The 1987 Survey of Dental Practice (SDP) was a condensed version of the long-form 1985 SDP. This short-form of the survey was sent to 4% of the dentists who were known to be actively engaged in the private practice of dentistry.

Sampling

The population consisted of 134,678 dentists who, based on the 1982 Distribution of Dentists, were known to be in private practice, even if only part-time.

The Distribution of Dentists is a dental census that is conducted periodically by the American Dental Association. Although the 1982 distribution is the most recent complete census, the sampling frame is updated by adding information about recent graduations, retirements, and deaths when available. Dentists with an unknown practice type were included in the sampling frame.

The sample was ordered by type of practice - general practitioner or specialist. Within each type, the sample was sorted by dental school and graduation year. A random sample from each type of practice was selected. Since specialists comprise a small percentage of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists sampled is higher than the actual percentage of specialists in the total population). It should be noted that the sample was drawn in such a way as to make statements about general practitioners and specialists as a whole. For any given specialty we may not have enough dentists responding to make reliable statements about that individual specialty.

Data Collection

The 1987 SDP was initially mailed in April 1987. Two follow-up mailings to non-respondents occurred in May and June 1987. A telephone follow-up to nonrespondents was conducted in July and August 1987. Coding, hand-editing, and computer processing were completed in September 1987. The final response rate was computed after the individuals who were either retired, disabled, deceased, not in private practice, or had unknown addresses were eliminated from the sample. The adjusted sample size was used to calculate the final response rate of 57.5%.

Weighting the Sample

Since the proportion of specialists in the sample is higher than the actual percentage in the dental population, it is necessary to account for this imbalance when making statements about the total dental population. The correction is accomplished by developing and applying a weighting factor to each sampled dentist.

Weights were calculated for general practitioners and specialists separately, by dividing the percentage of each in the population by the percentage in the sample. The assumed proportion of general practitioners in the population is 85%, specialists, 15%. The percentage of general practitioners in the sample is 75.3%, specialists, 24.7%.

The weights were computed as follows:

General Practitioner	.85/.753 = 1.128818
Specialists	.15/.247 = 0.607287

These weights were employed in the calculations of means and medians for cases in which general practitioners and specialists were combined (i.e., when statements were made about "all" solo or independent dentists). The weights were also used when percentages of dentists in various categories were computed. The totals as well as the percentages are weighted, making the totals smaller or larger than those for the actual sample.

DEFINITIONS

Definitions of several terms and phrases are provided in this section to assist with the interpretation of data contained in the tables in this and other reports. In general, the dentists included in this report were working in private practice as a primary occupation. In addition, all dentists had started in their current (i.e., 1987) practice prior to 1986.

All Dentists: This group of dentists contains all dentists responding to the survey, including those who are employed by a dentist or dental practice.

Dental Practice Personnel (All Staff): This group includes dental hygienists, chairside assistants, dental laboratory technicians, secretary/receptionists, bookkeepers and other office personnel. Dentists employed by the practice are NOT included.

Full-Time and Part-Time: For purposes of this report, full-time was defined as working in the practice at least 32 hours per week. Part-time was defined as working in the practice less than 32 hours per week.

Hourly Salary: The hourly salary reported is computed by dividing the weekly salary by the number of hours worked.

Independent Dentists: All dentists who own or share in the ownership of a dental practice are independent dentists. This ownership status includes sole proprietorship, partnership and shareholders in an incorporated practice.

Mean: This is the simple average of values reported by the dentists responding to the survey. The mean is calculated by summing the values reported and then dividing the sum by the number of dentists reporting values.

Mean Per Year: This represents the average value reported for a year's period of time (e.g., mean number of appointments per year). The per year figures were determined by multiplying the per week values by the number of weeks worked that year.

Nonowner Dentists (Employed): This group includes all dentists who work in a dental practice on a salary, commission, percentage or associate basis.

Nonsolo Dentists: Nonsolo dentists work in a dental practice with at least one other dentist. Some of these dentists may be employed by the owner dentists in the practice.

Patient No-Shows: The total of patient no-shows is defined as the difference between the number of appointments scheduled and the number of scheduled visits treated. It was assumed that the number of scheduled visits treated is equal to or less than the number of appointments scheduled.

Regions: The following is a breakdown of the states in each region.

New England: CT, MA, ME, NH, RI, VT
Middle Atlantic: NJ, NY, PA
East North Central: IL, IN, MI, OH, WI
West North Central: IA, KS, MN, MO, ND, NE, SD
South Atlantic: DE, MD, DC, FL, GA, NC, SC, VA, WV
East South Central: AL, KY, MS, TN
West South Central: AR, LA, OK, TX
Mountain: AZ, CO, ID, MT, NV, NM, UT, WY
Pacific: AK, CA, HI, OR, WA

Scheduled Visits Treated: Scheduled appointments that were kept by the patients.

Solo Dentists: All dentists who work in private practice with no other dentists are solos. A solo dentist is also a sole proprietor or the only shareholder in an incorporated practice.

Total Patient Visits: Total patients visits is the sum of walk-in visits, emergency visits, and scheduled visits treated.

Weighting: Since specialists comprise a smaller percentage of the dental population, it was necessary to oversample them to insure adequate numbers for statistical analysis. The proportion of specialists in the sample is higher than the actual proportion of specialists in the total population of dentists. Please note that individual specialties were not oversampled, and, therefore, only statistics on specialists as a group are presented. Statistics computed for All Dentists were weighted to reflect national proportions.

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1987 SURVEY OF DENTAL PRACTICE

Please answer all questions by **circling** the number corresponding to the most appropriate response, except where a fill in the blank is requested.

1. Which of the following **best** describes your primary and/or secondary occupation(s) during 1986? Please circle **one** response for **EACH** column.)

	Primary Occupation	Secondary Occupation
a. Private practice (full- or part-time)	00	00
b. Dental school faculty/staff member	01	01
c. Armed Forces	02	02
d. Other federal services (e.g., VA, PHS)	03	03
e. State or local government employed	04	04
f. Hospital staff dentist	05	05
g. Intern/resident	06	06
h. Other student	07	07
i. Other health/dental organization staff member (e.g., NIDR)	08	08
j. Not in practice/retired	09	09
k. Occupation unrelated to dentistry	10	10
l. **NO SECONDARY OCCUPATION**	—	11

Please complete the remainder of this questionnaire if you were in **PRIVATE PRACTICE** during **ANY PART** of 1986 as:

1. a **PRIMARY** occupation, **OR**
2. a **SECONDARY** occupation, **OR**
3. both a **PRIMARY** and **SECONDARY** occupation.

If you were **NOT INVOLVED** in the **PRIVATE PRACTICE** of dentistry during any part of 1986 please **RETURN THE QUESTIONNAIRE.** Thank you.

INDIVIDUAL DENTIST QUESTIONS

The following questions pertain to you as an individual private practitioner. If you changed practices (i.e., worked in more than one **PRIMARY** practice during 1986), please give information on the practice in which you treated patients for the greatest number of months.

2. Are you currently **ANNOUNCING** yourself and practicing as a specialist in an ADA recognized specialty area (dental public health, endodontics, oral and maxillofacial surgery, oral pathology, orthodontics, pediatric dentistry, periodontics, or prosthodontics)?

Yes 1
No 2

	Primary Practice	Secondary Practice
3. In what year did you **FIRST** become associated with the primary/secondary practice where you practiced during 1986?	19 ____	19 ____

4. Which **ONE** of the following **BEST** describes your employment status when you **FIRST** became associated with that practice?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed by an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed by an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

5. Which **ONE** of the following **BEST** describes your employment status in the practice(s) during 1986?

	Primary Practice	Secondary Practice
a. Sole proprietor (i.e., the only owner) in an unincorporated dental practice	1	1
b. Partner in a complete or limited partnership	2	2
c. Shareholder in an incorporated dental practice	3	3
d. Employed in an incorporated dental practice on a salary, commission, percentage, or associate basis but not a shareholder	4	4
e. Employed in an unincorporated dental practice on a salary, commission, percentage, or associate basis	5	5
f. Independent contractor	6	6
g. Other, please specify ____		

	Primary Practice	Secondary Practice
6. What was the zip code of your practice(s) during 1986?	____	____
	zip code	

7. Please indicate the following regarding patient care that **YOU PERSONALLY** provided during 1986?

	Primary Practice	Secondary Practice
The average number of:		
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____	_____
	appointments per week	
b. **WALK-IN VISITS** per week that **YOU** treated (i.e., non-emergency and no appointment scheduled.) (If none, enter zero.)	_____	_____
	visits per week	
c. **EMERGENCY VISITS** per week that **YOU** treated (i.e., no appointment scheduled.) (If none, enter zero.)	_____	_____
	visits per week	
d. **SCHEDULED VISITS** per week that **YOU ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only	_____	_____
	visits per week	

8. Please answer the following about the time **YOU PERSONALLY** spent in the practice(s) during 1986.

	Primary Practice	Secondary Practice
a. Total number of weeks worked (excluding vacation)	_____	_____
	weeks	
b. Total number of **HOURS PER WEEK** spent in the practice	_____	_____
	hours per week	
c. Number of hours per week spent **TREATING PATIENTS** in the practice	_____	_____
	hours per week	

9. What was **YOUR** 1986 net income (after practice expenses and business taxes) from: (Please include salary, commission and/or dividends.)

	Net Income
a. Your primary practice	$ _____.00
b. Your secondary practice (if applicable)	$ _____.00
c. Other income from dentistry (i.e., teaching, research, other practice, etc.)	$ _____.00

If you were in private practice as a **PRIMARY OCCUPATION** during 1986, please continue.

If you were **NOT** in private practice as a **PRIMARY OCCUPATION** during 1986, **DO NOT CONTINUE.** Please return the questionnaire. Thank you.

ENTIRE PRIMARY PRACTICE CHARACTERISTICS

10. **INCLUDING YOURSELF**, please indicate the number of full- or part-time **DENTIST POSITIONS** in the **ENTIRE PRIMARY PRACTICE** during 1986. (If none, enter zero.)

	Number of Dentist Positions
a. Number of **OWNER** dentists (i.e., sole proprietor, partners, or shareholders)	_____
b. Number of **NON-OWNER** dentists (i.e., employed dentists, associates and non-shareholders) If none, enter zero	_____

11. Please indicate the number of full-time (32 hours per week or more) and part-time (less than 32 hours per week) **EMPLOYEE POSITIONS** in the **PRIMARY PRACTICE** during 1986. (If none, enter zero.)

	Number of Employee Positions	
	full-time	part-time
a. Dental hygienist(s)	_____	_____
b. Chairside assistant(s)	_____	_____
c. Secretary/receptionist(s)*	_____	_____
d. Dental laboratory technician(s)	_____	_____
e. Bookkeeper, business personnel	_____	_____
f. Other, please specify _____	_____	_____

***NOTE:** A secretary or receptionist who also provides chairside assistance at least 50% of the time should be counted as a chairside assistant.

12. Please provide the following for **EACH DENTAL HYGIENIST** in the **ENTIRE PRIMARY PRACTICE** during 1986. If the practice did not employ someone in these positions, please check the appropriate box in the first column.

	Not applicable (Please check boxes)	1986 ANNUAL Salary/ Commission (in dollars)	Weeks Worked in 1986	Hours Worked per Week	Length of Experience PRIOR to Employment in this Practice		Length of Employment in this Practice	
DENTAL HYGIENIST (S):								
Position #1	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #2	☐	$ _____ per year	_____	_____	_____	_____	_____	_____
Position #3	☐	$ _____ per year	_____ weeks	_____ hours	_____ years	_____ months	_____ years	_____ months

13. Please provide the following regarding all dental hygienist(s) appointments and visits in the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of:	Dental Hygienist(s)
a. **APPOINTMENTS SCHEDULED** per week primarily for hygienist(s) treatment	_____ **appointments per week**
b. **SCHEDULED VISITS** per week that were actually treated by all hygienist(s)	_____ **visits per week**

14. Please indicate the following regarding patient care by the **ENTIRE PRIMARY PRACTICE** during 1986:

The average number of:	Entire Practice
a. **APPOINTMENTS SCHEDULED** per week (**EXCLUDING** those with hygienist appointments only)	_____ **appointments per week**
b. **WALK-IN VISITS** per week that were treated (i.e., non-emergency and no appointment scheduled) If none, enter zero	_____ **visits per week**
c. **EMERGENCY VISITS** per week (i.e., no appointment scheduled) If none, enter zero	_____ **visits per week**
d. **SCHEDULED VISITS** per week that were **ACTUALLY** treated (**EXCLUDING** those with hygienist appointments only)	_____ **visits per week**

15. Approximately what percentage of the patients who visited the primary practice in 1986:

	Entire Practice Patient Characteristics
a. were:	
14 years of age or younger	_____ %
15 to 64 years of age	_____ %
65 years of age or older	_____ % **TOTAL 100 %**
b. were members of families whose annual income is estimated to be:	
under $10,000	_____ %
$10,000 to 29,999	_____ %
$30,000 or more	_____ % **TOTAL 100 %**
c. were:	
covered by a private insurance program that pays or partially pays for their dental care	_____ %
covered by a public assistance program that pays or partially pays for their dental care	_____ %
not covered by an insurance program	_____ % **TOTAL 100 %**
d. were members of a racial minority	_____ %

16. During the entire year of 1986 indicate the **TOTAL** number of **DIFFERENT PATIENTS** treated by the **PRIMARY PRACTICE** _____ **different patients**

17. For the **ENTIRE PRIMARY PRACTICE** during 1986 how long did an average patient of record and average new patient have to **WAIT:**

	Entire Practice Waiting Time	
	patient of record	new patient
a. for the **INITIAL APPOINTMENT** of a series (excluding emergency cases)	_____ **days**	_____
b. to see a dentist **AFTER** the patient arrived for a **SCHEDULED** APPOINTMENT	_____ **minutes**	_____

18. In the **ENTIRE PRIMARY PRACTICE**, what was the **total amount of fees charged** for the dental care provided during 1986 **(annual billing)**? $ _____ 00

19. What percentage of the 1986 **GROSS RECEIPTS** were received: (If none, enter zero.)

	Gross Receipts
a. as direct patient payment	_____ %
b. as payment from government programs (e.g., Medicare, Medicaid, or other public insurance)	_____ %
c. as direct payment from private insurance carriers	_____ %
d. from other sources of payment (Please specify) _____	_____ % **TOTAL 100 %**

20. During 1986, were any of the expenses of the **ENTIRE PRIMARY PRACTICE** (dental facilities or staff) shared with other dentists?

Yes 1
No 2

If you shared expenses (dental facilities or staff) with any other practice, please report **YOUR PRIMARY PRACTICE** expenses only.

21. For the following selected items, what were the **TOTAL PROFESSIONAL EXPENSES** for the **ENTIRE PRIMARY PRACTICE** during 1986? (If no expenses were incurred for specific items, please enter zero.)

	Expenses
a. Yearly rent	$ _____ .00
b. Yearly mortgage (including interest)	$ _____ .00
c. Total salaries, wages and commissions of non-dentists employees	$ _____ .00
d. Commercial dental laboratory charges	$ _____ .00
e. Dental supplies	$ _____ .00
f. Advertising expenses	$ _____ .00
g. Bad debts	$ _____ .00

22. What were the **TOTAL PROFESSIONAL EXPENSES** of operating the **ENTIRE PRIMARY PRACTICE** during 1986? $ _____ .00
(This figure should be greater than the sum of the figures in question 21.)

Thank you for your assistance in this important research project. Please return this questionnaire by folding and place tape as indicated. Drop it in the mail.